Frequently Asked Questions (FAQs) about Development Innovation Ventures (DIV)

We encourage all interested parties – especially prospective applicants – to ***thoroughly*** read this FAQ document as well as all material on our [website](#) and [online engagement community](#) before emailing us with a question. DIV receives a large volume of inquiries every day. While we strive to answer as many of them as possible, as quickly as possible, we will deprioritize responding to a question we feel is answered on our website and online community and the many [resources](#) we avail on them, in particular the [Annual Program Statement](#) (APS).

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1. Organizational Context

a. What is USAID?

USAID – the U.S. Agency for International Development ("the Agency") – is the lead U.S. government agency that works to end extreme global poverty and enable resilient, democratic societies to realize their potential. USAID uses foreign assistance (sometimes called "foreign aid"), which comprises less than 1 percent of the total U.S. federal government budget, to further America's interests while improving lives in the developing world. USAID works in over 10 sectors and over 80 countries. Learn more about USAID here.

b. How is USAID organized?

USAID's headquarters is in Washington, D.C. In most countries where USAID works, it has a "Mission," affiliated with the U.S. Embassy, that leads USAID's work in that country. View USAID's organizational chart and learn more about how it's organized here.

c. What is the U.S. Global Development Lab at USAID, and how does DIV relate to it?

DIV was created in 2010. Since then, USAID's organizational structure has changed. In 2014, USAID created the U.S. Global Development Lab ("the Lab"), headquartered in Washington, D.C., to serve as an innovation hub at the Agency. The Lab is DIV's institutional home at the Agency. Within the Lab, DIV is part of the Center for Development Innovation.

d. What are Grand Challenges for Development, and how does DIV relate to them?

While DIV and Grand Challenges for Development (GCDs) share many common principles and attributes, they are distinct programs with different parameters for the development solutions they support. DIV leaves the innovation need open to the applicant to identify and justify, whereas each Grand Challenge for Development defines a single, specific development problem it aims to address, such as newborn health. To date, USAID has launched eight Grand Challenges.

A Grand Challenge is typically a quantifiable goal that can be achieved over a specified time frame. The goal itself defines the outcomes by which a Grand Challenges program measures success. Each Grand Challenge calls attention to a specific need, leverages resources from USAID and partners, and does not prescribe an individual solution to a problem. Instead, it uses a portfolio of tools, including direct funding of innovations as well as systems-level investments, to address the identified problem. In contrast, DIV gauges its success by innovators' ability to rigorously demonstrate cost-effective development benefits and to scale to reach tens of millions of people, across a variety of development sectors and problems, rather than in answer to a specific problem identified by USAID and its partners.

Another difference is that the application process for DIV is rolling, year-around. Most Grand Challenges have rounds of funding that are open for a specified period of time.

e. What is the USAID ADS to which DIV documents and staff sometimes refer?

The USAID ADS (which stands for the "Automated Directives System") is the Agency's

Operational Policy. As such, it outlines the organization and functions of USAID, along with the policies and procedures that guide the Agency's programs and operations. It consists of over 200 chapters organized in six functional series: Agency Organization and Legal Affairs, Programming, Acquisition and Assistance, Human Resources, Management Services, and Budget and Finance. The information is continuously updated to align USAID's policies with the latest U.S. Federal Government regulations, USAID Administrator policy statements, and other overarching guidance that applies to all programs. As the Agency's Operational Policy, the ADS applies to DIV. It is publicly available, in full, here. Throughout these FAQs, we periodically refer to specific provisions within the ADS.

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2. Applying to DIV

a. Thinking About Applying

i. I'm thinking about applying to DIV. Where should I start?

We're excited you're considering applying to DIV! We strongly encourage all prospective applicants to start by learning about the program. Here are the resources you should definitely review in full before preparing an application, all of which are available on DIV's website and the Resources page of DIV's online engagement community.

- **DIV's Annual Program Statement (APS):** The APS is DIV's official grant solicitation document that provides information to prospective applicants. It describes the types of projects for which applications will be considered, the funding available, processes for submitting applications, and criteria for application reviews. We revise it every year on/around November 1st. Your application to DIV will be considered under the current APS as of the day you submit your application.
- **DIV Expression of Interest (EOI) form:** The EOI form is DIV's preliminary application form. It outlines specific questions to which applicants must respond with brief answers. You should review the EOI form to understand the nature of the questions DIV asks of applicants.
- **DIV 101 Presentation:** This presentation provides an overview of the DIV program and application process. It is a helpful overview for those fairly new to DIV.
- **Frequently Asked Questions:** These FAQs cover a range of questions that we frequently receive from applicants. Because of the high volume of inquires we receive, we ask that you read these FAQs in full before reaching out to DIV with your question(s).

In addition, if you are so inclined, you can also reach out to DIV winners who may be in your network to ask them about their own experience applying to and working with DIV. We are not able to connect you directly to our portfolio organizations.

ii. I've got a great idea, but I would love DIV's input on whether it's a good fit. Can I talk to someone at DIV to get input on whether our innovation is a good fit?

No. Due to U.S. Government procurement rules that require fair competition, we are unable to comment on specific innovation ideas or proposals and whether they would be a "good fit" for

DIV prior to an applicant's submission of the [Expression of Interest](#) (EOI). We encourage you to review all of the resources online about DIV and determine whether you think you are a "good fit"; if you think you are, we encourage you to submit an EOI. If we believe it is strong enough to warrant moving into our due diligence phase, we will then be able to have significant discussions with you about your fit.

iii. How competitive is the DIV program? How do I know what my chances of success are?

The DIV program is highly competitive. Although success rates vary from year-to-year and by stage, sector, country, etc., DIV typically experiences the following each year:

- **Over 1,000 applications** (i.e., Expressions of Interest) are submitted
- **Only about 100 (or 10%) of those 1,000 applicants move beyond the initial EOI review stage and into the due diligence stage**, in which the DIV team – in consultation with external experts – review proposals in greater depth. Among these 100 applicants, the due diligence on approximately 60-70 is particularly deep.
- **Only about 25-35 (or approximately 3%) of the 1,000 applicants become DIV winners** upon completion of due diligence, decision panel review, and award negotiation and finalization.

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b. Eligibility

i. Who can apply to DIV for a grant?

Almost anyone! DIV accepts applications from U.S. and non-US organizations, individuals, non-profit, and for-profit entities, provided their work is in a [country where USAID provides funds to development efforts](#). Participation of foreign government organizations under the DIV APS is possible only through an approved sub-award agreement with a prime recipient (see [ADS 303.3.21](#)).

ii. Does my project have to be working in a particular country or region? Are there countries or regions in which DIV cannot fund?

DIV is open to proposals pertaining to any [country where USAID provides funds to development efforts](#). Since there are countries without USAID Missions or those that have Regional Mission coverage, the physical presence of a USAID Mission in country is not required in order for a proposal from a particular country to be eligible. For a small number of countries, the DIV application processing timeframe can be longer than normal due to special requirements pertaining to providing U.S. foreign assistance to an entity working in that country. The DIV team will let promising applicants from a country with these special requirements know.

iii. My organization is based in the U.S. Am I still eligible for a DIV grant?

Yes, provided your organization meets the eligibility requirements outlined in the DIV [Annual Program Statement](#).

iv. Is DIV only interested in technological or product innovations?

No. DIV innovations can include both new applications of technology as well as novel business models, production processes, products or services that are expected to lead to transformative (as opposed to incremental, next-step) improvements to development outcomes.

v. Does my organization have to undergo a financial audit to apply?

No, in most cases, you do not have to undergo a financial audit to apply, even if you have never received funding from USAID before. However, in some cases, the Agency may require a financial audit. If you move past the preliminary EOI review stage of our application process, the DIV deal team with which you will work will let you know what is required in your specific case.

vi. Do I need a referral or letter of endorsement from a USAID staff member or the USAID Mission(s) relevant to my proposal?

No. Letters of support from USAID Missions or Bureaus are NOT required or requested; however, upon award, awardees may be expected to coordinate with USAID Missions and Bureaus as appropriate. The Expression of Interest form includes a field in which applicants can note the name of a staff member who referred the applicant to apply to DIV. We encourage you to write the name of either a USAID staff member who referred you to apply, whether that staff person works with USAID DIV or another part of the Agency. Although DIV will typically contact this person, the inclusion of a USAID referrer does not necessarily have any bearing on an applicant's competitiveness in the program.

vii. Does whether or not my organization has received funding from USAID in the past matter for my eligibility?

No. You are eligible to apply to DIV, regardless of whether you have previously received funding from any part of USAID, including DIV. Note that, if you have received funding from other parts of USAID in the past, DIV may contact the relevant USAID staff member who managed that grant or contract to understand the nature of that work and your performance. Note also that approximately 70% of DIV applicants and 50% of DIV portfolio organizations are "new to USAID," meaning they have never received funding from USAID before.

vii. Does my organization have to contribute to project costs to be eligible?

No, applicants are not required to contribute to project costs. However, applicants are encouraged to leverage other resources for the projects and the type, amount, and source should be described in the EOI where we ask applicants for their proposed "cost-share." We ask for this to understand what resources an applicant propose bringing to the project that will not be financed by DIV grant money. Our objective in doing so is to understand the total value of the resources being brought to bear on the proposed activities such that we can understand the fully-loaded cost of your innovation and the significance of DIV funding relative to these other resources.

The cost-share does not need to be other funding; it could be labor hours that are not funded through DIV support or it could be equipment/machinery that you already owns or has been donated to you which you will use to perform your proposed activities. It is at the applicant's

discretion to leverage the amount they deem appropriate as a way of alternative resource.

In the EOI form, cost-share is the additional value of resources that you propose bringing to bear on the project, *in addition to* the amount of DIV funding requested. For example, if your total project costs are $1,000,000 and you are requesting $600,000 from DIV, then your cost-share would be the difference: $400,000.

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c. Suitability

i. How does DIV select its winners (also known as grantees or portfolio organizations)?

DIV reviews applications on a rolling basis year-round; applicants are therefore encouraged to submit EOIs at any time. Applications are also reviewed and decisions on them are made on a rolling basis. The specific criteria and process that DIV uses to review applications are outlined in the APS. Additional information about the DIV program, application process, selection criteria, and so on can be found on its website and online engagement community.

ii. What are types of innovations that are likely to be competitive in the DIV process?

Profiles of DIV winners can be found on DIV's online engagement community. Strong DIV applicants demonstrate a thorough understanding of DIV's program model, especially its focus on rigorous evidence of impact, cost-effectiveness, and potential to scale through the private and/or public sectors.

iii. What are types of projects that are not likely to be competitive?

The following are common examples of types of projects that are not likely to be competitive:
- Development interventions with limited potential to scale, demonstration of cost-effectiveness and impact - e.g., building schools, constructing orphanages
- Innovations on a private sector path to scale that lack a base-of-the-pyramid customer focus - e.g., ecommerce platforms
- Intermediaries (even good ones!) with an indirect impact - e.g., incubators, accelerators, conveners
- Basic scientific research - e.g., pharmaceutical testing before full regulatory approvals; lab testing of a prototype with no field testing
- Planning or diagnostic tools that are hard to tie directly to measurable development impacts
- Innovations with limited generalizability to other contexts
- Innovations with difficult-to-disentangle theory of change - e.g., investigative journalism network

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d. Funding Stages

i. What are the DIV funding caps by stage? How much funding can my organization request?

Applicants may request up to a specified amount of funding corresponding to the stage at which they are applying:
- Stage 1 projects range from approximately $25,000 to $150,000.
- Stage 2 projects range from approximately $150,000 to $1,500,000.
- Stage 3 projects range from approximately $1.5 million to $15 million. Note, however, that to date, DIV has not made a Stage 3 award that has approached the upper bound of $15 million.

Additional detail can be found in the APS and on the DIV website.

ii. For what stage and funding amount is my project best suited?

Applicants can apply at any stage without being prior recipients of DIV funding. Stages are determined by the maturity of the innovation for which funding is sought and the content of the proposed activities, not by the amount of funding required or the stage of maturity of the implementing organization. For example, some Stage 2 impact evaluations may only require $300,000 of DIV funding support even though the typical ceiling for Stage 2 requests is $1.5 million. If DIV disagrees with the stage at which an applicant has applied, DIV may unilaterally reassign the stage during the application review process.

Applicants should closely review all detail on the DIV website about our funding stages as well as our APS to determine what stage they believe they are most well-suited for before submitting an EOI.

iii. Can I only apply at Stage 1, then work my way up the three DIV stages? Or can I apply at any stage?

You may apply for funding at any stage. However, we expect Stage 2 applicants to have reviewed and demonstrated that they have satisfied DIV Stage 1 criteria prior to applying to DIV; likewise, we expect Stage 3 applicants to have reviewed and demonstrated that they have satisfied DIV Stages 1 *and* 2 criteria prior to applying to DIV.

iv. If I receive funding at one stage, can I enter into a higher stage automatically?

No. All applicants, whether or not having received a previous DIV award, will have to fully compete for a higher stage of funding. Historically, approximately 90% of DIV portfolio organizations apply for a subsequent stage and fewer than 20% receive follow-on DIV grants, typically either because DIV's assessment suggests the innovation no longer requires the type of funding DIV provides or because DIV has doubts about the impact, cost-effectiveness, or pathway to scale of the innovation.

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e. Uses of Funding

i. Are there specific activities for which DIV funding cannot be used or for which funding is more difficult to use?

Yes, there are a small number of specific activities or costs that USAID cannot fund or that it can only fund in specific and special circumstances.

After an application has been selected for DIV funding, it moves into the award "negotiation" process to finalize the grant agreement with USAID. During this process, USAID conducts a "cost analysis," in which it examines preliminary budgets from the selected applicant to determine compliance with federal regulations. During this process, the DIV deal team will flag if there are any expenses that USAID is unable to support or those for which further administrative approvals are required. Below outlines three common categories of expenses that might create challenges.

(1) Ineligible Commodities are goods and services that a DIV grantee cannot procure with US government funding. Specific examples include:
- Military equipment
- Surveillance equipment
- Commodities or services for support of police or other law enforcement activities
- Abortion equipment and services
- Luxury goods and gambling equipment
- Weather modification equipment
- Goods or services from ineligible suppliers, including any firms or individuals who do not comply with the requirements in Standard Provision, "Debarment, Suspension and other Responsibility Matters" and Standard Provision, "Preventing Terrorist Financing" for [US-based](#) and [non-US](#) organizations.

These restrictions apply to all sub-agreements under the DIV award. The restrictions do not apply to commodities or services that the recipient provides with private funds as a part of a cost-sharing requirement or with "program income" generated under the DIV award (typically applicable to for-profit grantees).

(2) Restricted Commodities are goods and services for which additional supplementary approval from USAID is required. Specific examples include:
- Motor vehicles
- Pharmaceuticals
- Agricultural commodities
- Fertilizers
- Pesticides
- Used equipment
- US-government owned excess property

(3) Special Situations might also arise, depending on how the selected applicant proposes to use DIV funding. Common examples include:
- **Construction** is prohibited under the grant agreements used by DIV
- **Activities or goods that could have an impact on the environment** (e.g., pesticides) may require additional approvals or restrictions on the use of funds.

Every grant receives the "initial environmental examination" prior to award finalization. If certain activities or goods are determined through that process to have an impact on the environment, then those activities or goods might require further approvals or paperwork or be excluded entirely.

- **Activities in certain countries** might require further approvals by USAID, which could lead to a longer award finalization process and possibly additional restrictions on how funding can be used. This includes the listed countries for "special notification" of Congress, as identified in the annual Appropriations Act and countries with special security concerns, like a recent coup d'état.
- **Equipment over $5,000** (e.g., motor vehicles) may necessitate that you provide the DIV deal team working with you on finalizing your award evidence that you have reviewed the options available for you and selected the best value for your decision.
- **Purchase of real property** is prohibited under the grant agreements used by DIV
- **Source and nationality of goods and services** may also be stipulated in the award agreement you receive from USAID. One example is the "Fly America Act," which stipulates considerations for how to book program-funded travel through US and non-US air carriers.

ii. Does DIV have guidance regarding acceptable overhead (percentage) for our proposed budget? If so, what is it?

No, DIV does not have a maximum regulated percentage of overhead (indirect costs) associated with selecting grant applications. We accept applications from any type of organization, many of which have diverse indirect rates. Applications that are selected for funding based on the merits of the ideas proposed and the project team (as determined by the selection criteria in our Annual Program Statement) will later be subject to a cost analysis by USAID's procurement team to understand the basis of costs claimed in the application. The purpose of this analysis is to validate and finalize the requested budgetary sum. For additional information on NICRA (Negotiated Indirect Cost Rate Agreement) for non-profit organizations, visit this USAID [website](#).

iii. Can DIV funding be allocated for salary support?

Yes, DIV funds may be spent on personnel. Such costs are allowable.

iv. Can DIV funding be used on formally establishing my NGO or business?

DIV supports organizations and companies – including many early-stage ones – in piloting, testing, and scaling an innovation with high potential for impact, cost-effectiveness, and scale. DIV cannot support the process of formally registering your NGO or business and instead expects that you have registered your organization or business prior to award. However, DIV funding can play an important role in supporting your growth, even at these early stages.

Note also that if an EOI advances to the due diligence stage for closer review, the applicant must be registered in the U.S. Government's [System for Award Management](#) (SAM) site (as specified on page 1 of the EOI form) to continue in the DIV review process. If you are not registered in SAM, please follow the online instructions. You will need a DUNS number, and an Employment Identification Number (EIN) or Taxpayer Identification Number (TIN). At this moment in time, DIV is unable to help initial applicants who need assistance with registering in

SAM; however, if you are selected for closer review, the DIV deal team with whom you will work through the application process will be able to support.

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f. Application Process

i. When can I submit my application? Is there a deadline? Can I still apply?

DIV reviews Expressions of Interest (EOI) on a rolling basis throughout the year. You may therefore submit an EOI at any time, day or night, 365 days a year. EOIs are reviewed in a competitive process that is initiated upon submission. DIV reviews applications on a rolling basis, and makes decisions on a rolling basis. You will see a deadline (typically on or around November 1st each year) listed in our Annual Program Statement (APS). Historically, DIV has issued solicitations on a regular basis, such that there have been minimal, if any, gaps between solicitations (for example, our previous APS expired on November 1, and our current APS took effect on November 2). In practice, therefore, this means applicants can apply at any time, and the date of EOI submission will determine under which APS the application is considered. Our APS typically does not vary significantly year-to-year.

ii. Where do I submit my application?

The application instructions are outlined in both the APS and EOI as well as on the DIV website. All applicants must submit an EOI by email; this is the first step in the DIV application process. A small percentage of applicants will move behind our initial review of your EOI and into the due diligence phase of the application process.

iii. Does my EOI have to be in English?

Yes. Unfortunately, at this time, we do not have the ability to review EOIs submitted in other languages.

iv. May I submit more than one EOI per round or more that one at the same time?

Yes. We accept more than one Expression of Interest (EOI) at a time from an organization, provided that each EOI is unique and for a separate innovation. For example, an applicant can submit one EOI for an energy project and another EOI for an agriculture project. But it cannot submit two EOIs for the same energy project at the same time. If DIV receives multiple submissions of the same or substantially similar EOI, we will review the one we receive first.

v. If I want to make updates to my application after I have submitted my EOI, may I? If so, how do I do so?

Yes, you may. It's very easy. Simply email the additional or revised information or materials to DIV with the name of your organization and the EOI number (if you have already been assigned one) in the subject line of the email. This email will become part of your application file.

vi. Will I have to submit a long "full application" at some point after submitting the EOI?

No, DIV applicants do not have to fill out a longer "full application" at some point following the submission of the EOI. In the past, this was required; however, DIV's process has since changed.

As outlined in the APS, instead, now, if an applicant moves into the due diligence phase following DIV's review of the applicant's EOI, then during this phase, DIV may collect tailored pieces of information and materials and, collectively, these materials constitute the "full application." There is no standardized form. During this due diligence phase, DIV may engage with the applicant in a variety of ways, including, but not limited to: interviewing the applicant, requesting supplementary materials which further outline the technical approach and its responsiveness to DIV's principles, submitting follow-up questions to the applicant, contacting other funders of and partners to the applicant, engaging experts within USAID or external experts to review and comment on specific elements of the application, and any other information-gathering DIV deems necessary in order to fully review and evaluate the application. The supplementary materials that an applicant may be requested to submit may include an initial budget, financial model, proposed milestones, and implementation plan if relevant. DIV may assist the applicant in the development of these materials.

vii. What do you mean by "past performance references" in the EOI form? Who should these people be? Do they have to be past USAID projects?

You may list anyone in response to the EOI question that requests up to three past performance references. We specifically ask for past performance references to hear from people with which you have collaborated in some capacity who can speak to the ability of the applicant organization to work effectively as part of a team, achieve results, or successfully implement projects similar in magnitude, complexity, objectives, and contexts as the proposed activities. Ideally, references should be able to speak about having collaborated with you within the last three years to ensure it is a recent reference. Typically, references should be from other funders (including grant-funders, investors, and lenders) who have supported this innovation. References do not have to be from USAID. However, if you are a newer organization or otherwise have had limited engagement with other funders, you may provide alternative references. If you include a USAID reference, please include the grant or contract number associated with that work. USAID reserves the right to obtain past performance information from all relevant sources, including those not named here.

The information you should include for each reference in the EOI is the organization and point-of-contact name at the organization for each reference, as well as the point-of-contact's email contact information. Please also include a brief description of the context within which that organization collaborated with you. The DIV team will follow-up with references for additional detail, such as written or oral comments on the applicant.

viii. What system(s) must I be registered on to proceed in the DIV application process? What is SAM?

As outlined in the instructions on the EOI form, if an EOI advances into the due diligence phase, then the applicant must be registered in the U.S. Government's System for Award Management (SAM) site (as specified on page 1 of the EOI form) to continue in the DIV review process. If you

are not registered in SAM, please follow the online instructions. You will need a DUNS number, and an Employment Identification Number (EIN) or Taxpayer Identification Number (TIN). At this moment in time, DIV is unable to help initial applicants who need assistance with registering in SAM; however, if you are selected for closer review, the DIV deal team with whom you will work through the application process will be able to support.

ix. How will I know the status of my application? How can I inquire about the status?

Although at some point in the future we hope to have a more automated application process and status notifications, at this point in time, we rely on a manual email-based process. We appreciate your patience with this, given the high volume of applications we receive.

At key points in the application process, you will receive a written application status update by email from DIV.
- **Confirmation of DIV's receipt of your submitted EOI:** Within approximately 10 business days, you will receive a written confirmation of DIV's receipt of your EOI by email from the email address to which you submitted your EOI. In that confirmation email, DIV will include a 5-digit reference number (e.g., 60987) for your EOI that you should use in any follow-up communications with DIV. You can see this number at the bottom of the confirmation email.
- **Outcome of DIV's initial review of your EOI:** DIV reviews EOIs through a multi-layer review process. Once we complete our preliminary review, we may email the applicant questions to which we may request written answers or we may invite the applicant immediately to a phone interview or we may reject an applicant. We aim to complete preliminary EOI reviews within 4-8 weeks upon confirmation of EOI received. You will receive a written notification from the email address to which you submitted your EOI with further questions, a request to set-up an interview, or a rejection notification.
- **Final rejection or "Notice of Intent to Award":** If you pass the preliminary EOI review and move into DIV's due diligence phase, then you will exchange many emails and calls with the DIV deal team assigned to your application as the deal team reviews your materials and determines what further information is needed in order to enable a funding recommendation to be made. If at any time during the due diligence, DIV determines the applicant should be rejected, at that time, you will receive a written notification from the email address to which you submitted your EOI outlining rejection comments. If upon review by a Technical Evaluation Committee, your proposal is recommended for funding, then you will receive a Notice of Intent to Award by email from the same email address.

If you have not received an update from DIV, you may inquire about the status of your application by emailing us with the subject line: "FLAG: DIV EOI XXXXX request for status" and include the EOI reference number that was included in your receipt of EOI confirmation email.

x. Will I receive feedback on my proposal if you reject it?

No, not necessarily. While we would like to provide every applicant with thorough and thoughtful feedback, due to the large number of applications we receive, we do not guarantee, nor are we obligated to provide, any feedback. That said, we do choose to provide feedback on a case-by-case basis and always provide feedback to the small number of applications that move into our due diligence phase.

xi. Can I resubmit a proposal after it has been rejected?

Yes, you may choose to do so. We recommend that you ensure any resubmissions reflect the latest guidance and requirements of the most current version of the DIV [Annual Program Statement](#) as well as any comments and feedback you may have received from DIV when your prior application was rejected. Applicants may only submit new applications for consideration under the next round of review.

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3. Being a DIV Portfolio Organization

a. Why should my organization work with DIV?

We expect that every funder with which you work will have its unique value-add to supporting your growth. DIV can provide:

- **Patient, flexible grant capital.** We offer the most patient form of capital (grants) and build in as much flexibility as we can into our grant award structures to accommodate the continued iteration on your innovation and scale path that we expect to see.
- **Dedicated support team.** We assign each portfolio organization to a two-person team – a dedicated grants manager to help you navigate USAID and the in's and out's of working with the U.S. government, and a portfolio manager to help ensure you're getting the support you need, from impact assessment to business strategy and follow-on funding.
- **Acceleration support.** We understand that, for many of our portfolio organizations, non-funding support is a valuable complement to our funding. In addition to ongoing engagement with your dedicated support team, we also have an Acceleration team that's here to help understand your barriers to scale and provide (or connect you to) targeted services to meet your specific growth objectives. This includes access to our network of informal and formal partners, including a wide variety of funders and investors.
- **Global exposure.** As part of USAID, we offer a communications and external engagement platform with international reach and a brand with global recognition. DIV has also developed a strong track record and reputation since its founding in 2010.
- **Extensive global network.** As part of USAID, we facilitate your connections to its 3,000 technical experts in [every sector](#), embassies and USAID missions (country offices) in [more than 100 countries worldwide](#), and its other funders, such as [Grand Challenges for Development](#) and financial institutions partnering with USAID's loan guarantee mechanism, the [Development Credit Authority](#) (DCA). Relationships with missions can be particularly valuable, as they manage USAID's relationships with governments, typically with relationships at the most senior levels, such as Ministers of Health and Education. Likewise, as part of the broader U.S. government development and innovation community, we can also facilitate your connections, where appropriate, to the [Overseas Private Investment Corporation](#) (OPIC), the [U.S. Small Business Administration's innovation and technology programs](#), and the [Millennium Challenge Corporation](#).

b. What is the nature of the relationship between DIV and an organization once it becomes part of the DIV portfolio?

USAID determines the details of grant award on a case-by-case basis. Portfolio organizations may be responsible for the following types of activities and documentation during the life of the project:
- Providing ongoing updates of progress and submitting regular reports according to the requirements outlined in the award agreement
- Conducting ongoing assessments and a final evaluation of the project
- Providing financial reports in accordance with the requirements of the agreement
- Requesting approval for any changes in project objectives and project staff
- Notifying USAID when receiving additional funding from another source for this or any related project
- Briefing USAID personnel in Washington and in-country on project progress and outcomes;
- Complying with USAID branding requirements
- Mutual agreement on any additional provisions

c. What type(s) of acceleration support does DIV provide its portfolio organizations?

In addition to the ongoing engagement from your dedicated portfolio support team, you'll also have the opportunity to tap into acceleration resources and services being developed and made available by the Lab's Acceleration team. By leveraging technical expertise from within the Agency as well as external partnerships and programming, we are able to provide an array of services, tools, and financing to innovators who demonstrate a need and whose participation could accelerate the scale of their innovation.

Examples of such support include:
- **Diagnostics**. Utilize a diagnostic tool to better understand your needs as an organization and where you may face challenges as you grow
- **Expert Connections.** Get connected with an expert for short-term consultation on a specific issue or guidance on a strategic question
- **Press Support.** Work with media specialists to refine and pitch your stories to the outlets that matter most to your key audiences

d. Does DIV take board seats with its portfolio organizations?

No, we are not permitted to take board seats. However, we may observe board meetings, if a portfolio organization and DIV believe that would be mutually beneficial. DIV also certainly welcomes portfolio organizations to share any board meeting materials and/or read-outs from meetings, as appropriate.

e. If I win a DIV award, how do award payments work? Do I get one big payment or multiple smaller ones? Do I have to provide receipts showing what I spent funding on in order to get paid? Do I have to achieve certain accomplishments before getting paid?

Almost all DIV awards are grants, and the vast majority are structured as Fixed Amount Awards (FAAs). FAAs are a simplified grant structure offering an improved customer service experience for new partners who have never worked with USAID. All DIV awards are characterized by

milestones, in which DIV and the applicant organization mutually negotiate ambitious but achievable objectives for the proposed work. Payments are disbursed in tranches, when these milestones are completed and approved by your assigned point of contact with DIV. In this way, our awards allow for a "pay for performance" structure that enables flexibility for the grantee to iterate during award implementation.

f. Do I have to publicly advertise USAID as the source of DIV funding? What are the branding requirements if I win a DIV grant?

We are proud to support our grantees and look forward to mutual success in our awards. We encourage grantees to highlight USAID where appropriate when you highlight your other funding partners. However, we work with every grantee individually to determine a mutually agreeable plan to highlight our support of their model. For instance, if grantees are concerned about the perception of USAID support limiting the market potential of their product among their identified target market, we are happy to support their ability to highlight our involvement only where it might be most useful to the grantee.

g. Who owns intellectual property developed during a DIV grant?

Under the terms of our agreements, DIV grantees have ownership of the intellectual property developed under the award (IP), and USAID obtains a broad license to use such IP. For patentable IP, if the grantee fails to pursue patent protection, the U.S. government has a right to step in to seek such protection. However, USAID has never exercised its "march in" rights. The grantee is free to exercise full ownership rights to the IP, unless the agreement provides otherwise.

h. For evaluation-focused projects, what requirements are there about open data access, evaluation registration, etc.?

DIV is committed to ensuring that the research that occurs as part of a DIV grant is rigorous, ethical, and transparent. All DIV-funded evaluations must submit, prior to start of implementation, a finalized evaluation design that includes key questions and hypotheses, outcomes of interest, sample sizes and power calculations, and planned analysis. DIV, in consultation with the researchers, may choose to publicly release the evaluation design. All research involving human subjects must be registered with the relevant Institutional Review Board (IRB), as outlined by USAID's protection of human subjects policy.

Completed evaluations must be submitted to the Agency's Development Experience Clearinghouse (DEC), USAID's online repository of USAID-funded technical and programmatic materials. Each completed evaluation must include an abstract; a 2-5 page summary of the purpose; background of the strategy, project, or activity; main evaluation questions; methods; findings; conclusions; and annexes. Datasets—and supporting documentation, such as codebooks, data dictionaries, scope, and methodology used to collect and analyze the data—compiled under USAID-funded evaluations must be submitted to the USAID Development Data Library, USAID's public repository of Agency-funded, machine-readable data. The data should be organized and fully documented for use by those not fully familiar with the project or the evaluation. Researchers may request a delay on the timing of such submission, which may be approved at the discretion of DIV.

i. What is required to be published on USAID's Development Experience Clearinghouse?

The [Development Experience Clearinghouse](#) (DEC) is USAID's online repository of USAID-funded technical and programmatic materials. DIV portfolio organizations must submit any intellectual works created as a result of the DIV grant to the DEC. Intellectual works describe the planning, design, implementation, evaluation, and results of development assistance activities that are generated during the life cycle of the grant (more examples of what should and should not be submitted to the DEC can be found [here](#)). Grantees should submit materials to the DEC once approved by the grant manager, but may request a delay, which may be approved at the discretion of DIV.

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4. Partnering with DIV

a. Does DIV partner with others?

Yes, absolutely! DIV leverages a large network of partners to source ideas, evaluate proposals, support the growth and development of our portfolio organizations, and share lessons learned in supporting evidence-based innovation in global development.

b. On what does DIV partner with others?

DIV partners with others on a variety of aspects of its work, from building its pipeline of high-potential applicants to conducting due diligence and supporting the myriad needs of its portfolio organizations. To learn more about how we partner, check out the [Partners](#) page on our website.

c. What are the mechanisms through which to partner with DIV?

DIV partners in a variety of ways. For example, informally, we stay in touch with a variety of other funders. Formally, we at times procure support from partners, such as to provide technical assistance to our portfolio, as well as partner with private sector organizations through [Global Development Alliances](#).

d. What are some examples of DIV partnerships?

We partner with a variety of external partners, such as the [Bill & Melinda Gates Foundation](#), as well as internal partners at USAID, such as missions worldwide. Check out examples of our partnerships on our [Partners](#) page.

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